

Message Text

CONFIDENTIAL

PAGE 01 QUITO 05208 081314Z

53

ACTION PM-07

INFO OCT-01 ARA-16 ISO-00 NSC-07 SP-03 SS-20 RSC-01 L-03

CIAE-00 INR-11 NSAE-00 MC-02 AID-20 IGA-02 OMB-01

EB-11 COME-00 TRSE-00 EUR-25 ACDA-19 DRC-01 /150 W

----- 004955

R 072303Z AUG 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 2030

INFO DOD WASHDC

USCINCSO

DA WASHDC

C O N F I D E N T I A L QUITO 5208

E.O. 11652: GDS

TAGS: MASS, EC

SUBJ: ECUADOREAN ARMY REQUEST FOR EQUIPMENT SALE

REF: A. QUITO 5038; B. QUITO 5163; C. QUITO 5164; D. QUITO 5186

E. QUITO 5187

1. BY REFTTEL (A), I REPORTED THE JULY 31 REQUEST OF ECUADOREAN ARMY CG MARIO LOPEZ SERRANO THAT WE EXTEND OUR COOPERATION BY HELPING EXPEDITE A RETOOLING OF THE ECUADOREAN ARMY WITH US EQUIPMENT. I ENDORSE HIS REQUEST AND BELIEVE THAT WE SHOULD BE RESPONSIVE.

2. YOU WILL RECALL THAT OVER SIX MONTHS HAVE GONE BY SINCE WE OPENED TO THE ECUADOREANS THE PROSPECT OF CLOSER AND MORE COOPERATIVE RELATIONS THROUGH OUR LIFTING OF THE BAN ON FOREIGN MILITARY SALES. SPECIFICALLY, PERSUANT TO INSTRUCTIONS IN STATE 16328, I INFORMED PRESIDENT RODRIGUEZ ON JANUARY 29 THAT "WE LOOK FORWARD TO EARLIEST POSSIBLE RESTORATION OF MILITARY SUPPLY AND TRAINING RELATIONSHIPS". WITH THE LIFTING OF THIS LAST SANCTION WE SET THE STAGE FOR AN EASING OR POSSIBLY A SOLUTION TO THE POLITICAL PROBLEMS WHICH HAVE SO VEXED US-ECUADOREAN RELATIONS IN
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 QUITO 05208 081314Z

RECENT YEARS. SINCE THEN WE HAVE MADE SLOW BUT SIGNIFICANT

PROGRESS IN REESTABLISHING A RELATION OF CONFIDENCE WITH THE ECUADOREAN MILITARY, AND THIS WILL BE OF NO SMALL ADVANTAGE IN ADDRESSING THE PROBLEMS WHICH CONTINUE TO SEPARATE ECUADOR AND THE U.S. WITH ECUADOR INCREASINGLY AN ISLAND OF STABILITY AND RELATIVE CIVIL FREEDOM IN THE LOWER ANDEAN REGION, WE WILL ONLY BENEFIT FROM A FURTHER STRENGTHENING OF MUTUAL TIES.

3. UP TO THE PRESENT NEITHER ADM. VASQUEZ (REFS B & E) NOR AIR FORCE COMMANDER GEN. IZURIETA (REFS C & D) ARE PARTICULARLY SATISFIED WITH THE COURSE TO DATE OF THEIR RENEWED RELATIONSHIP WITH THE U.S. NEVERTHELESS, THERE HAS IN FACT BEEN SIGNIFICANT FORWARD MOTION ON MAJOR ITEMS OF INTEREST TO THESE TWO SERVICES. BUT, WITH THE EXCEPTION OF THE 15 D-7 TRACTORS, WE HAVE YET TO RESPOND CONCRETELY TO THE ARMY WHICH, DESPITE ITS PRESSING NEED FOR NEW EQUIPMENT AND TEMPTING OFFERS FROM OUR COMMERCIAL AND POLITICAL COMPETITORS, MAINTAINS ITS PREFERENCE FOR STANDARDIZATION ON US EQUIPMENT. THE ARMY, IS THE SENIOR SERVICE IN ECUADOR. WITH AN ARMY GENERAL AS PRESIDENT, THE RE-ESTABLISHMENT OF A MUTUALLY SATISFACTORY RELATIONSHIP WITH THIS BRANCH IS THE TOUCHSTONE OF A SUCCESSFUL POLICY OF RAPPROACHEMENT WITH THE GOE.

4. AT THIS POINT A LEGITIMATE QUESTION ARISES AS TO WHETHER ACCOMMODATING GENERAL LOPEZ'S REQUEST IS LIKELY TO FUEL AN ARMS RACE. I BELIEVE NOT:

A. THE THREE SERVICES GENUINELY DO NEED TO REPLACE MUCH (IF NOT MOST) OF THEIR LIMITED STOCK OF EQUIPMENT. WHAT THEY PRESENTLY HAVE IS, WITH A FEW EXCEPTIONS, JUNK.

B. ECUADOR THROUGH ITS HISTORY HAS NOT BEEN AND IS NOT NOW AN AGGRESSIVE COUNTRY. ITS SMALL SIZE AND LESS THAN FULLY PROFESSIONAL MILITARY HAVE INSURED THAT IT IS NOT TAKEN SERIOUSLY AS A MILITARY FACTOR, REAL OR POTENTIAL. ECUADOR'S MILITARY LEADERS QUITE PLAINLY REALIZE THEY ARE NO MATCH FOR THEIR NEIGHBORS, AND THAT THEY ARE NOT LIKELY TO BE; THEIR POSTURE IS DEFENSIVE.

C. ECUADOR'S MILITARY SIMPLY COULD NOT AFFORD OR ABSORB THE QUANTITY AND SOPHISTICATION OF EQUIPMENT TO BECOME, OR LEGITIMATELY BE REGARDED, AS A MAKEWEIGHT IN REGIONAL MILITARY

CONFIDENTIAL

PAGE 03 QUITO 05208 081314Z

AFFAIRS.

5. I REALIZE THAT THE ECUADOREANS ARE PROBABLY AIMING FOR SOME SHORT-SUPPLY ITEMS. HOWEVER, WE HAVE BEEN TRYING TO DO SOME MISSIONARY WORK LOCALLY AND MAY BE CHANNELING THE ARMY INTO MORE MODEST ASPIRATIONS. THE RECENT INTEREST IN THE LAW MISSILE OVER TOW IS A CASE IN POINT, AS IS THE SUDDEN INTEREST IN RECONDITIONED M-48'S WHERE, UNTIL RECENTLY, ARMY LEADERS WOULD NOT

TOLERATE US RAISING THE SUBJECT OF RECONDITIONED EQUIPMENT. LOPEZ AND MANY OTHERS ARE STILL OBVIOUSLY SCARRED BY THE BAD EXPERIENCES ECUADOR HAS HAD IN DEALING WITH SALVAGE MERCHANTS. HOWEVER, WE HAVE BEEN PATIENTLY ATTEMPTING TO EXPLAIN THE DIFFERENCE BETWEEN THIS AND EQUIPMENT RECONDITIONED, UNDER USG SUPERVISION, TO ORIGINAL MILITARY SPECIFICATIONS FOR RE-USE BY OUR OWN SERVICES. THUS, DESPITE LOPEZ'S REPEATED INSISTANCE ON ONLY NEW EQUIPMENT, THERE MAY RPT MAY BE A POSSIBILITY OF MOVING AT LEAST SOME RECONDITIONED GEAR PROVIDED IT CAN BE HONESTLY REPRESENTED AS ZERO-TIME; IS IN CURRENT USE BY OUR OWN FORCES; IS NOT OBSOLESCEMENT; AND CAN BE DELIVERED IN MUCH SHORTER TIME THAN THE NEW-CONSTRUCTION EQUIVALENT.

6. RECOMMENDATION: ACCORDINGLY, I RECOMMEND THAT WE MAKE A REAL EFFORT TO BE ACCOMMODATING. I HAVE NO SPECIFIC KNOWLEDGE OF HOW THE SUPPLY SITUATION FOR THE DESIRED ITEMS MAY BE, BUT ASSUME IT IN AT LEAST SOME CASES TO BE TIGHT. I, THEREFORE, SUGGEST THAT WE:

A. INFORM THE GOE THAT WE ARE PREPARED, IN PRINCIPLE, TO DELIVER ON THE BULK OF LOPEZ'S SHOPPING LIST AND SPECIFY THE ITEMS WE ARE PREPARED TO SUPPLY;

B. GIVE ECUADOR HIGHER PRIORITY THAN SHE PRESENTLY HAS IN OUR DELIVERIES;

C. WHERE LEAD-TIME FOR DELIVERY FROM PROCUREMENT RUNS OVER SIX MONTHS, PROVIDE P AND A DATA FOR BOTH NEW AND RECONDITIONED EQUIPMENT;

D. MAKE SOME PROMPT-AS-POSSIBLE INITIAL DELIVERIES AS A GESTURE OF INTEREST AND GOOD FAITH.

BREWSTER

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY ASSISTANCE, NAVAL FORCES, SHIPS, FOREIGN POLICY POSITION
Control Number: n/a
Copy: SINGLE
Draft Date: 07 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974QUITO05208
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740217-0174
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740867/aaaacfmk.tel
Line Count: 145
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: A. QUITO 5038; B. QUITO 5163; C. QUI, TO 5164; D. QUITO 5186
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 13 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 SEP 2002 by cunninfx>; APPROVED <20 FEB 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ECUADOREAN ARMY REQUEST FOR EQUIPMENT SALE
TAGS: MASS, EC, US
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005